

Innoveer's PhaseOne™ for Siebel eBusiness Applications

THE PROMISE OF CRM

There's no doubt that the business benefits of customer relationship management (CRM) are not only appealing, but also crucial to efficiently doing business in today's economic environment. Streamlined business processes, productive employees, and satisfied, loyal customers all lead to a boost in your top and bottom lines.

But if the words “multi-year, ERP-like undertaking” come to mind when you think CRM — think again. CRM does not have to be overwhelming, time-consuming and costly before you begin to realize its benefits, as it typically can be when too much functionality is crammed into early implementation phases.

That's why Innoveer Solutions developed PhaseOne™ — a smart, “Quick Wins” approach to CRM implementation that gets you winning sooner with solutions that work faster. PhaseOne is a rapid launch of your CRM initiatives that gets your Siebel eBusiness Application up and running — and showing results — within weeks.

A QUICK, TARGETED, COST-EFFECTIVE SOLUTION

PhaseOne is a four-week implementation that delivers an immediate and cost-effective solution based on Siebel eBusiness Applications from Siebel Systems, the world's leading provider of eBusiness application software. In PhaseOne, we focus on implementing Siebel Sales or Siebel Service for a fixed cost. PhaseOne allows you to quickly prove the value and leverage the implementation to meet your future needs as your business continues to grow and change.

WHAT YOU CAN EXPECT FROM INNOVEER'S PHASEONE:

- 4-week implementation of Siebel Sales or Siebel Service, up to 100 seats
- Solid base on which to build more advanced functionality
- Reduced risk using an incremental approach
- Project momentum built through “Quick Wins”



PROVING YOUR INVESTMENT

PhaseOne lets you prove your investment by deploying low-complexity, high-benefit CRM functionality to a group of targeted users within your organization, quickly and cost-effectively. In just four weeks, Innoveer's PhaseOne will deliver a market-leading Siebel eBusiness Application (Siebel Sales or Siebel Service) configured to meet your sales or service organization's immediate needs. Key functions include:

Siebel Sales

- Account management
- Contact management
- Lead management
- Activity management
- Automated territory assignment
- Pipeline analysis and sales reporting

Siebel Service

- Service request/case management
- Activity management
- Asset management
- Account management
- Contact management
- Workflow automation
- Service request analysis reporting

WHY SIEBEL eBUSINESS APPLICATIONS?

Siebel eBusiness application software from Siebel Systems is the industry standard, offering the best technology with unmatched functionality and scalability. An initial investment in Siebel eBusiness Applications will yield a significant return on investment and prove more cost effective over the long term because you can scale your initial application for future initiatives, as needed and as your budgets allow.

ABOUT INNOVEER SOLUTIONS

INNOVEER SOLUTIONS, an award-winning customer strategy and solutions consultancy, provides world-class CRM solutions to clients throughout the United States and Western Europe. The firm offers planning and strategy, technology implementation, and optimization services designed to ensure positive outcomes in the areas of business growth, internal efficiencies, and customer experience. Innoveer Solutions has focused exclusively on customer management since 1998 and has completed more than 500 successful projects.

CONTACT US

For more information about how Innoveer Solutions can help you launch your Siebel eBusiness solution through PhaseOne, please contact Jennifer Yanoff at jyanoff@innoveer.com or at (+1) 617-225-7914.

